

# Effective Vendor Engagement

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These are the highlights of what I want the students to learn.

- Mythbusting Memo issued by OFPP in Feb 2011
- Acquisition Planning – Need enough time to do it right (Draft RFP release – C, L and M, vendor day 45 d prior to RFP release)
  - Industry days and similar events attended by multiple vendors are of low value to industry and the government because industry won't provide useful information in front of competitors, and the government doesn't release new information.
  - Conducting discussions negotiations/after receipt of proposals will add too much time to the schedule.
- Information Exchanges with Vendors – Share as much info as possible (proc. Library)
  - We can't meet one-on-one with a potential offeror.
  - If the government meets with vendors, that may cause them to submit an unsolicited proposal and that will delay the procurement process.
  - A protest is something to be avoided at all costs---even if it means the government limits conversations with industry.
  - When the government awards a task or delivery order using the Federal Supply Schedules, debriefing the offerors isn't required so it shouldn't be done.
- Competition
  - Giving industry only a few days to respond to an RFP is OK since the government has been talking to industry about this procurement for over a year.
  - Getting broad participation by many different vendors is too difficult; we're better off dealing with the established companies we know.
- Structuring the Contract
  - SOO is effective
  - Page limits are OK, but be reasonable
  - Allow for e-submissions